



FOUR LEAF

CAREER OPPORTUNITY / DELHI NCR

Senior Manager. Landscape Sales & Client Success.

Own the commercial relationship from the first site visit through project development and handover.

INR 50-60K FIXED

4% REALISED REVENUE

REMOTE + FIELD



THE ROLE

One person. One client relationship. End to end.

Four Leaf provides qualified opportunities, designs, BOQs, costing, quotations and presentation material. You bring landscape fluency, commercial judgement and client confidence.

1-2

qualified leads
expected weekly

4%

revenue incentive
uncapped

75L

quarterly target
realised revenue

Not a desk job. Not lead generation. A senior field-and-relationship mandate.

The sale is only the beginning.

You stay present until the client has a finished landscape, a clear handover and confidence in Four Leaf.



01

Qualify

Need, authority, budget, location and timeline.

02

Visit

Read the site and submit a decision-ready brief.

03

Present

Explain design, BOQ, scope, exclusions and terms.

04

Convert

Protect margin and secure confirmed payment.

05

Develop

Coordinate the commercial relationship during execution.

06

Handover

Support snag closure, acceptance, AMC and referrals.

Convert with clarity. Stay through delivery.

From promise to proof.

One informed commercial relationship before, during and after execution.

Before conversion

- Qualify and visit
- Brief design + estimation
- Present and negotiate
- Secure approval + advance

During development

- Client check-ins
- Approvals + variations
- Collection support
- Issue escalation

At handover

- Walkthrough + snags
- Acceptance + final collection
- AMC introduction
- Testimonials + referrals

Own the client. Partner with operations.

You own commercial continuity. Operations owns technical delivery.

You own

- Client relationship
- Commercial communication
- Proposal + conversion
- Variations + collections
- Handover continuity

Operations owns

- Technical planning
- Procurement + labour
- Site supervision
- Safety + quality
- Testing + commissioning

No silent promises.

01

No unapproved discounts, freebies or altered payment terms.

02

No design, BOQ, specification or warranty changes.

03

No technical instructions to labour or subcontractors.

04

No completion-date commitment without operations approval.

4%

of eligible realised revenue.

Calculated quarterly. Uncapped. Triggered once quarterly realised revenue reaches INR 20 lakh.

20L

activation threshold

75L

quarterly target

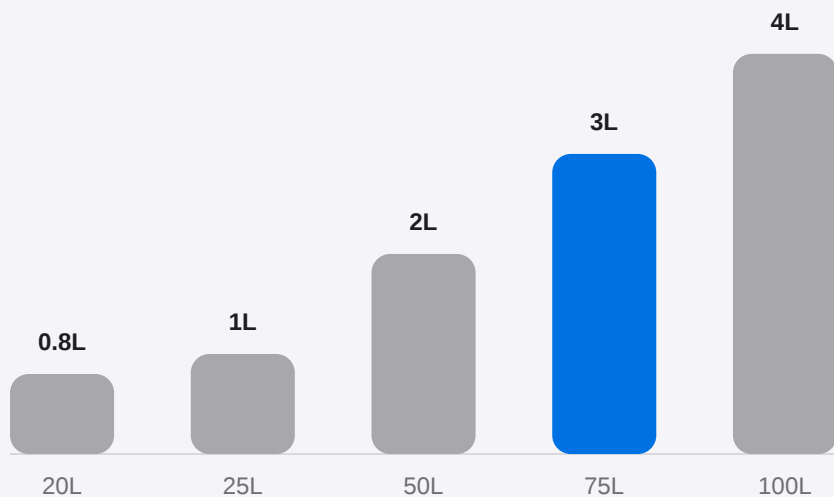
3L

incentive at target

50-60K

monthly fixed

Quarterly incentive



Released in tranches

40%

After reconciliation

30%

+60 days

30%

+120 days

Below INR 20 lakh: no incentive.

The fixed salary and approved travel reimbursement remain unaffected. Eligible revenue excludes GST and defined reversals or credits.



HOW THE ROLE WORKS

Autonomy, with accountability.

No routine office attendance. Organise your schedule independently around qualified leads, site visits, client meetings and outcomes.

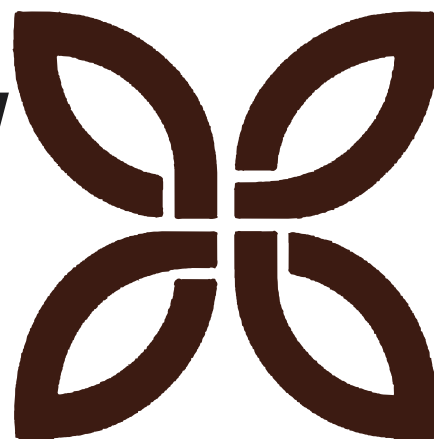
- **Remote + field** Work from home and travel across Delhi NCR.
- **Prompt response** Contact assigned leads and maintain clear next steps.
- **Weekly rhythm** One concise online pipeline review.
- **Full continuity** Remain available through development and handover.

Four Leaf supplies the opportunity.

Expected lead flow: approximately one to two qualified landscaping enquiries per week, plus approved sales and presentation assets.

WHO SHOULD APPLY

You already know the work.



This is for a proven landscape professional - not someone moving in from an adjacent sales industry.

- | | | |
|----|--------------------------------------|---|
| 01 | Direct landscaping background | 4-7+ years in landscape sales, client management or project-facing commercial work. |
| 02 | Site and BOQ fluency | Able to assess conditions and confidently discuss drawings, scope, costing and exclusions. |
| 03 | Executive presence | Professional English and Hindi communication with architects, developers and premium clients. |
| 04 | Commercial proof | A documented record of landscaping projects personally converted or commercially managed. |

Show us the projects you moved forward.

Send your CV, current Delhi NCR location, notice period and three landscaping projects you personally converted or commercially managed.

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